

something "just as good" as the statement in order to persuade you to try a substitute on which they get a commission for pushing it. Every druggist can get Derwillo and Liska cold cream from any first class wholesaler in the country or from the manufacturers direct. Derwillo and Liska cold cream is rapidly becoming a regular find because there is positively nothing "just as good," better or just like it. Yes, it's almost impossible to find a genuine substitute for the skin.

Note—A prominent druggist recently said: "Derwillo and Liska cold cream are having an enormous sale. They seem to satisfy everyone and I don't think I shall permit the use of my name if these articles were not as representative of quality as they are." This is the highest praise a merchant could give and a most useful guarantee as all retail stores, drug stores, and grocery stores, including Hammer-Ballard and the Washburn-Lane stores, are carrying them.

# Derwillo and Liska Cold Cream

Business College, 232 Madison Ave.  
Ask Business Men of Memphis About It.

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